

# MASTEX INDUSTRIES



Welcome

Mr. Kuriyama

WEAVING QUALITY & SERVICE  
TOGETHER

# MANAGEMENT TEAM

- Larry Vincent – President
- Jeffrey Stream – VP of Finance (CFO, HR, IT)
- Israel Schepps – VP (TS, ISO, Purchasing)
- Dave Belisle – Director of Technical Fabrics
- Neil Cronin – Director of Quality, Product Development
- Brendan Cronin – Preparatory and Weaving Manager
- Jackie Rudzik – Lab Manager
- Coral Shaddock – Accounting Manager
- Lynn Quinlan – Scheduling Coordinator
- Tim Bender – Plant Engineer
- Anne Marie Brodeur – Logistics Coordinator
- Jim Crowfoot – Shipping and Receiving Coordinator
- Chris Simmons – Victory Services

WEAVING QUALITY & SERVICE  
TOGETHER

# TABLE OF CONTENTS

- HISTORICAL HIGHLIGHTS
- MARKETING STRATEGIES
- SALES
- CUSTOMERS
- CAPACITY
- QUALITY POLICY
- AIRBAG FABRICS
- INDUSTRIAL/MILITARY FABRICS
- RESOURCES & CAPABILITIES
- THE MASTEX DIFFERENCE
- THE FUTURE

WEAVING QUALITY & SERVICE  
TOGETHER

# HISTORICAL HIGHLIGHTS



1938      Established Holyoke, MA location as a weaver of  
filament fabrics for a variety of different markets.

WEAVING QUALITY & SERVICE  
TOGETHER



# HISTORICAL HIGHLIGHTS



1938      Mastex location on First Level canal.

WEAVING QUALITY & SERVICE  
TOGETHER

# HISTORICAL HIGHLIGHTS

- 1960-1970**      Added dyeing, finishing, printing, and coating capabilities.  
Sold finished fabrics.  
Facility expanded to 250,000 sq. ft.
- 1967**            Pioneered installation of first water-jet looms.
- 1973**            Operation of 350 water-jet looms weaving nylons,  
polyesters, and Acetate fabrics.
- 1990-1999**    Replaced original water-jet looms with new, wider looms.  
Installed 120 Picanol air-jet looms.  
Provided fabrics for home furnishings, industrial, and  
apparel markets.

WEAVING QUALITY & SERVICE  
TOGETHER

# HISTORICAL HIGHLIGHTS

**2000** Installed new 230cm wide high-speed, heavy duty Tsudakoma water jet looms as well as Preparatory and Finishing equipment to handle wide industrial and automotive airbag fabrics.



WEAVING QUALITY & SERVICE  
TOGETHER



# HISTORICAL HIGHLIGHTS

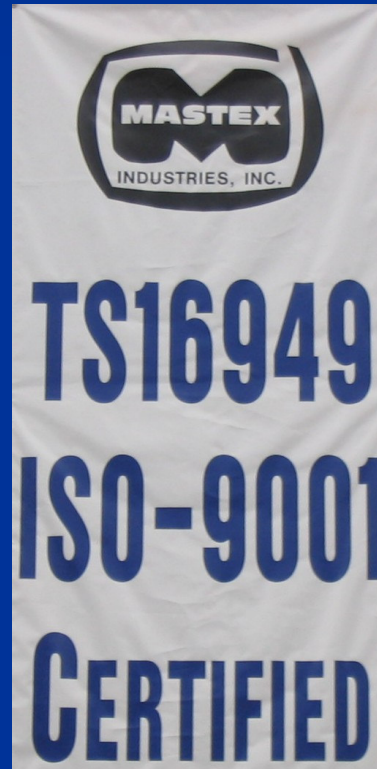
2001 Installed physical testing laboratory.



WEAVING QUALITY & SERVICE  
TOGETHER

# HISTORICAL HIGHLIGHTS

- 2001 Certified and registered for QS-9000 and ISO-9002.
- 2004 Certified and registered for TS-16949 and ISO-9000.
- 2005 Re-Certified for TS-16949 and ISO-9000.



WEAVING QUALITY & SERVICE  
TOGETHER

# HISTORICAL HIGHLIGHTS



WEAVING QUALITY & SERVICE  
TOGETHER

# LOCATIONS

## ■ Corporate Office

- 3 Bigelow Street  
Holyoke, MA 01040
- P: 413-536-3614
- F: 413-532-6639



WEAVING QUALITY & SERVICE  
TOGETHER

# MARKETING STRATEGY

## ■ PRODUCT

- *To provide the highest quality fabrics based on our customer specifications.*

## ■ PRICE

- *To offer competitive pricing.*

## ■ PROMOTION

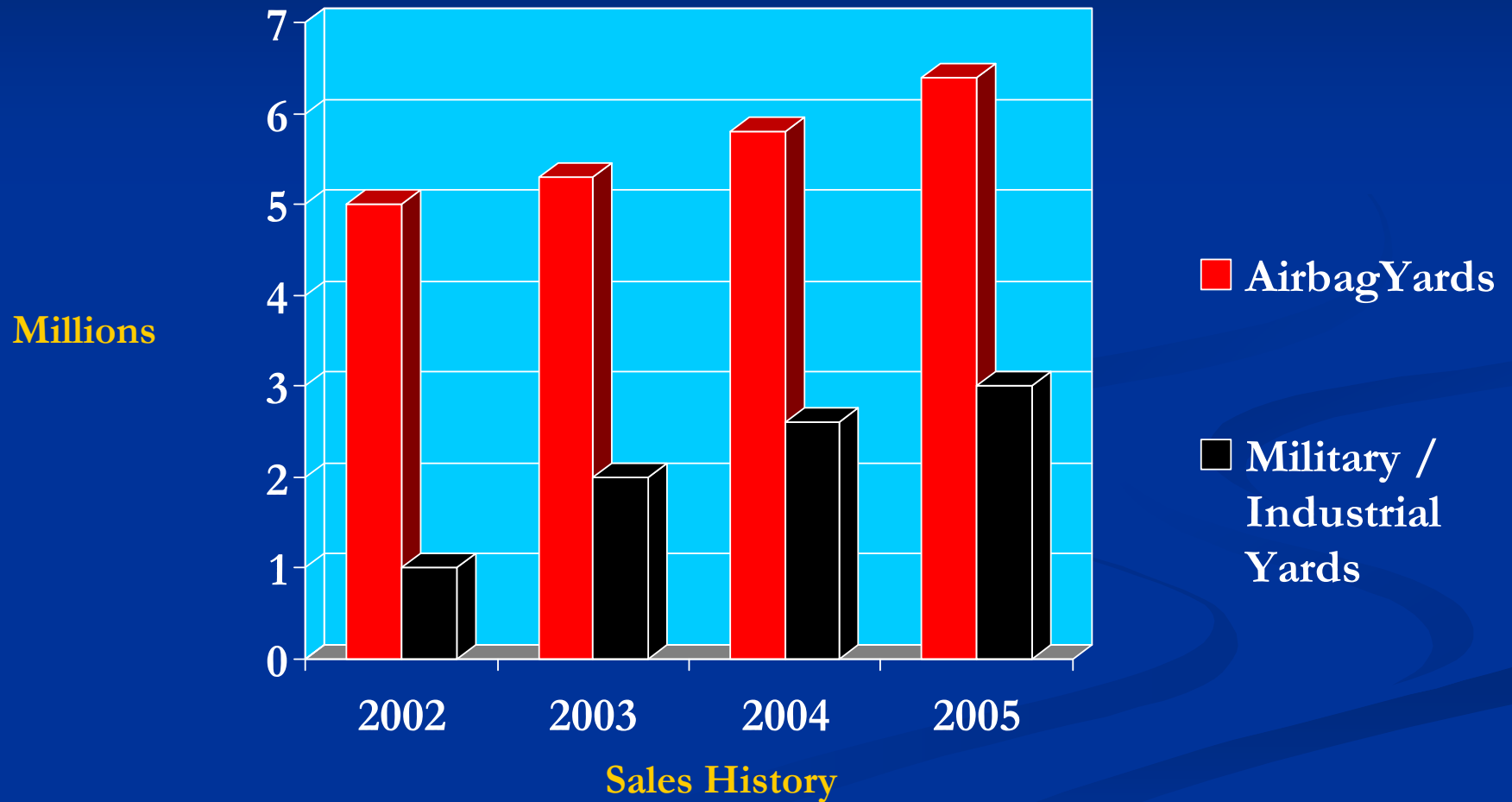
- *To promote our company by servicing our customers R&D efforts, production requirements, quality specifications, and marketing needs.*

## ■ PLACE

- *To produce fabrics from a plant with rich tradition, flexibility, state of the art equipment, and commitment to the future.*

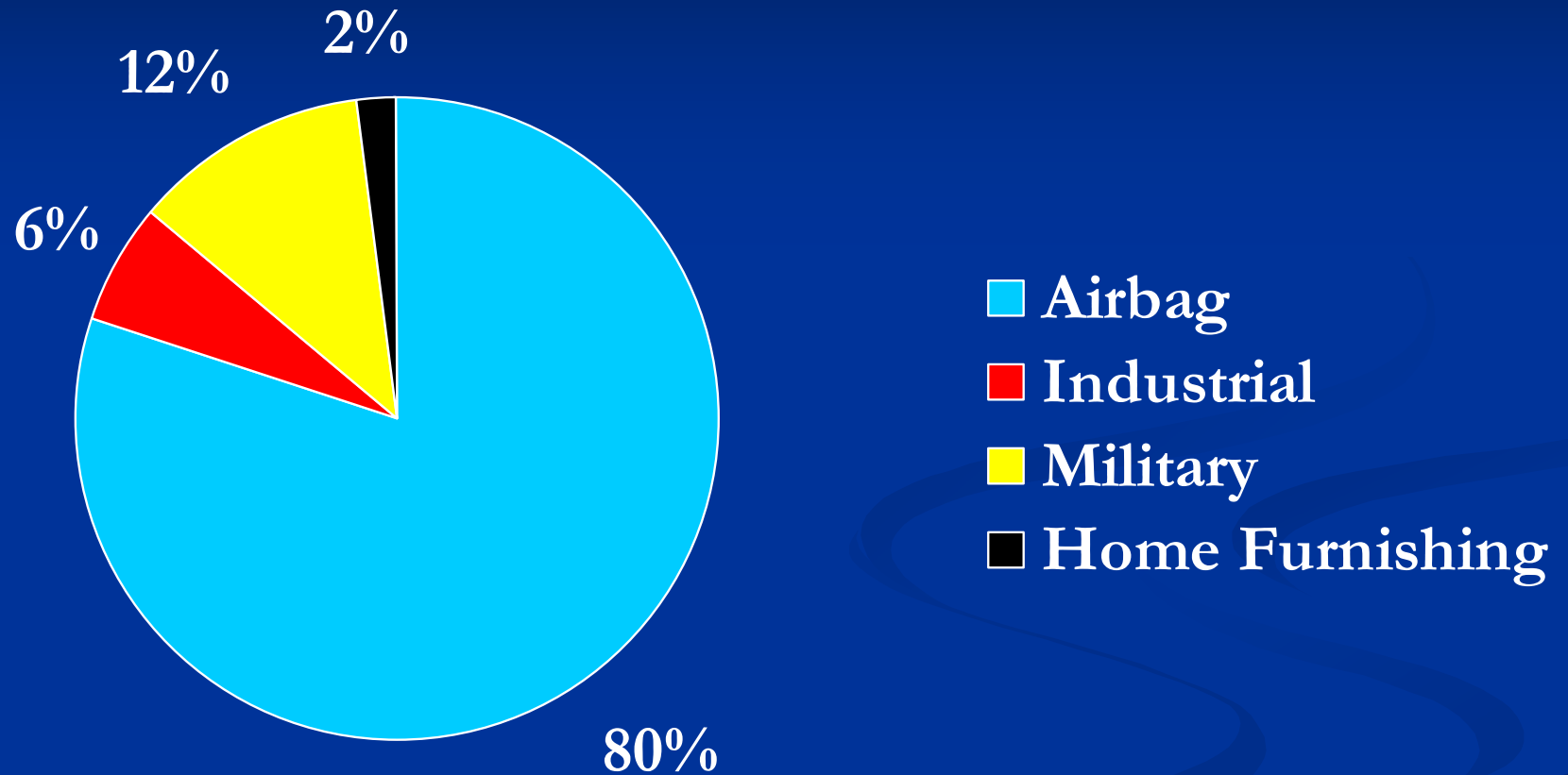


# AUTOMOTIVE & INDUSTRIAL YARDS



WEAVING QUALITY & SERVICE  
TOGETHER

# SALES MIX



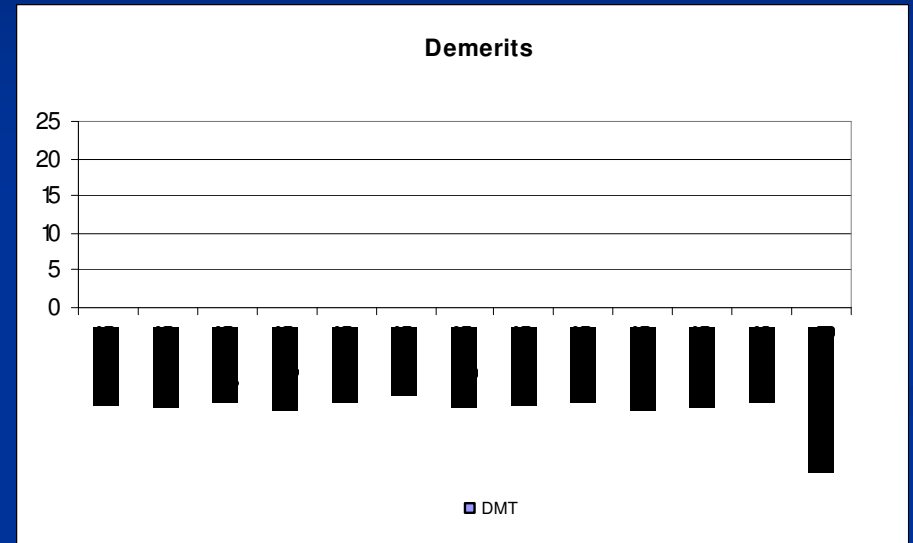
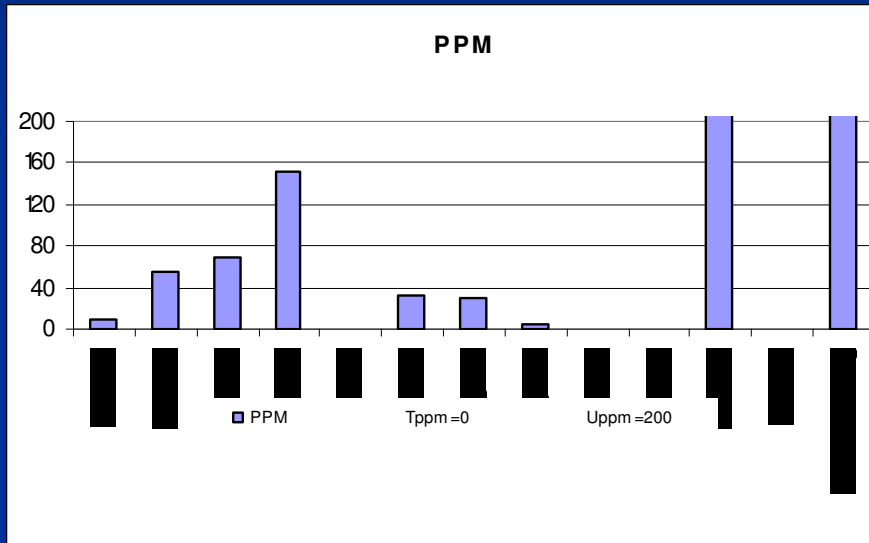
WEAVING QUALITY & SERVICE  
TOGETHER

# KEY CUSTOMERS

## ■ Automotive

- ASCI (FORD - 2001)
- Autoliv (Kia, GM, Chrysler, Ford - 2003)
- Bradford (Chrysler, Ford, GM - 2001)
- Bradford/Delphi (GM - 2002)
- Bradford/TRW (Ford - 2001)
- Reeves Brothers (Ford, GM - 2005)
- Delphi (GM, BMW - 2003)
- Highland/Takata (Toyota, Nissan - 2002)
  - Purchase non-standard fabrics: 210d & 420d Wide Width
- TRW (Chrysler, Ford, GM - 2001)

# MASTEX PERFORMANCE KEY INDICATORS

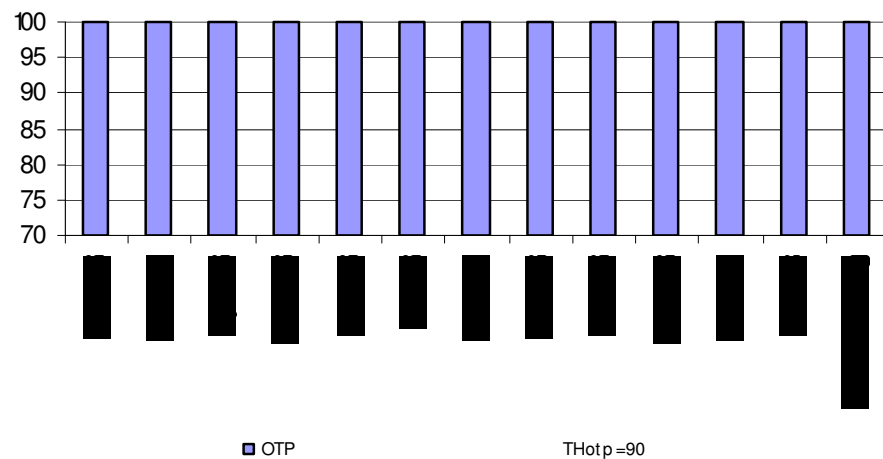


WEAVING QUALITY & SERVICE  
TOGETHER

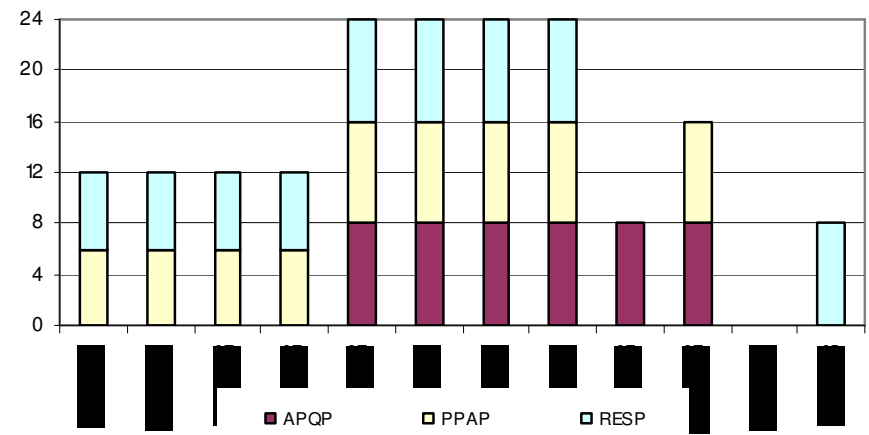
# MASTEX PERFORMANCE

## KEY INDICATORS

OTP Index



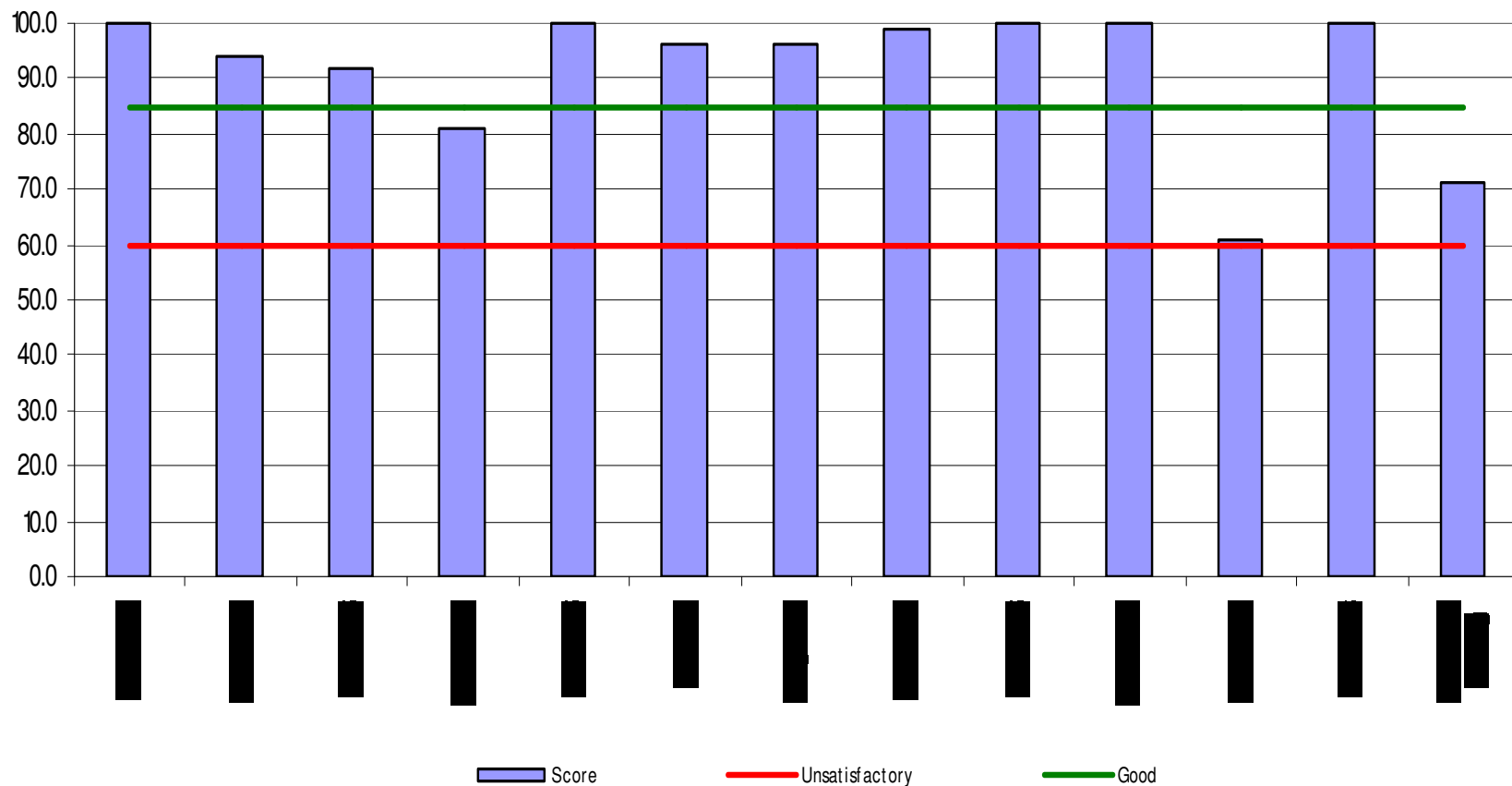
SLP



WEAVING QUALITY & SERVICE  
TOGETHER

# MASTEX PERFORMANCE KEY INDICATORS

Overall Rating - Total % Achieved



WEAVING QUALITY & SERVICE  
TOGETHER

# CAPACITY

- Weaving capacity of up to 17 Million yards annually.
- Space available for future growth.
- Open to new opportunities.

WEAVING QUALITY & SERVICE  
TOGETHER

# QUALITY POLICY

**“To promote a safe work environment and to produce the highest quality product for our customers while maintaining 100% on time deliveries.”**

WEAVING QUALITY & SERVICE  
TOGETHER



# AIRBAG FABRICS

- Toray, Invista, Solutia, PHP, Hyosung Yarns
- 210d, 315d, 420d, 525d, 630d, 840d
- 3 dpf & 6 dpf
- Greige Widths up to 85"
- Coated Widths up to 80"
- Fabrics for coated and uncoated use

WEAVING QUALITY & SERVICE  
TOGETHER

# INDUSTRIAL/MILITARY FABRICS

- Nylon, Polyester yarns
- Textured and flat
- 70 denier to 1000 denier
- Plain or dobby weaves
- Greige Widths up to 85"

WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

## Receiving



WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

## Warping



WEAVING QUALITY & SERVICE  
TOGETHER



# RESOURCES & CAPABILITIES

## Warping



WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

## Warping



WEAVING QUALITY & SERVICE  
TOGETHER



# RESOURCES & CAPABILITIES

## Warping



WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

## Slashing



WEAVING QUALITY & SERVICE  
TOGETHER



# RESOURCES & CAPABILITIES

## Re-Beaming



WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

## Re-Beaming



WEAVING QUALITY & SERVICE  
TOGETHER



# RESOURCES & CAPABILITIES

## Weaving



WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

## Weaving



WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

## Weaving



WEAVING QUALITY & SERVICE  
TOGETHER



# RESOURCES & CAPABILITIES

## Weaving



WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

## Weaving

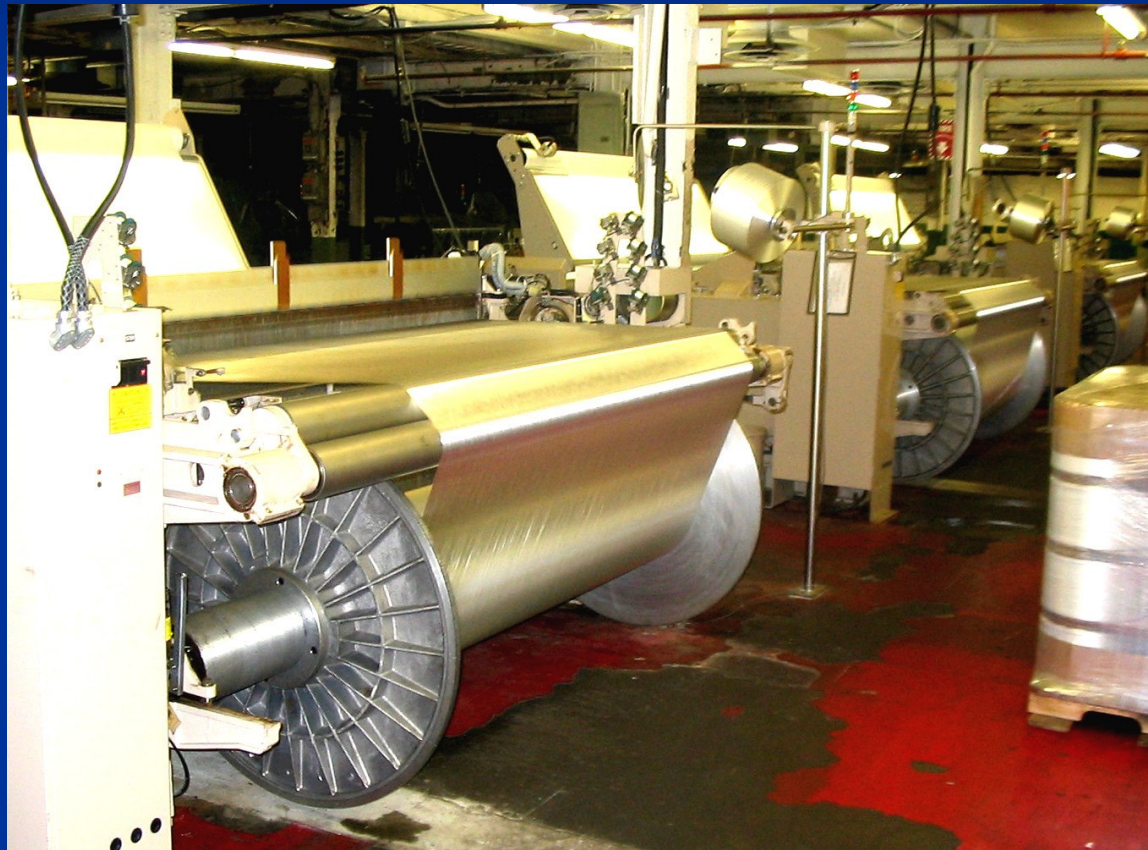


WEAVING QUALITY & SERVICE  
TOGETHER



# RESOURCES & CAPABILITIES

## Weaving



WEAVING QUALITY & SERVICE  
TOGETHER



# RESOURCES & CAPABILITIES

## Weaving



WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

Weaving Dobby Looms



WEAVING QUALITY & SERVICE  
TOGETHER



# RESOURCES & CAPABILITIES

Weaving Dobby Looms



WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

Weaving Dobby Looms

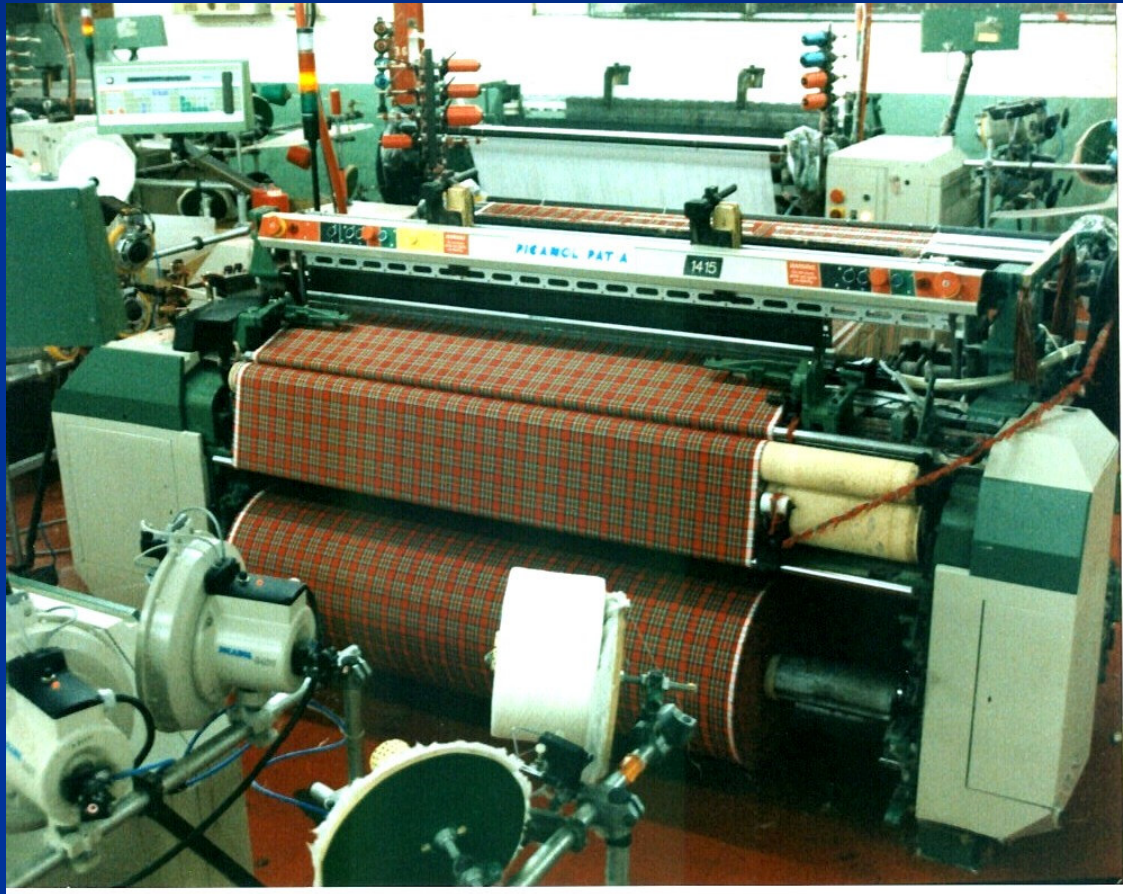


WEAVING QUALITY & SERVICE  
TOGETHER



# RESOURCES & CAPABILITIES

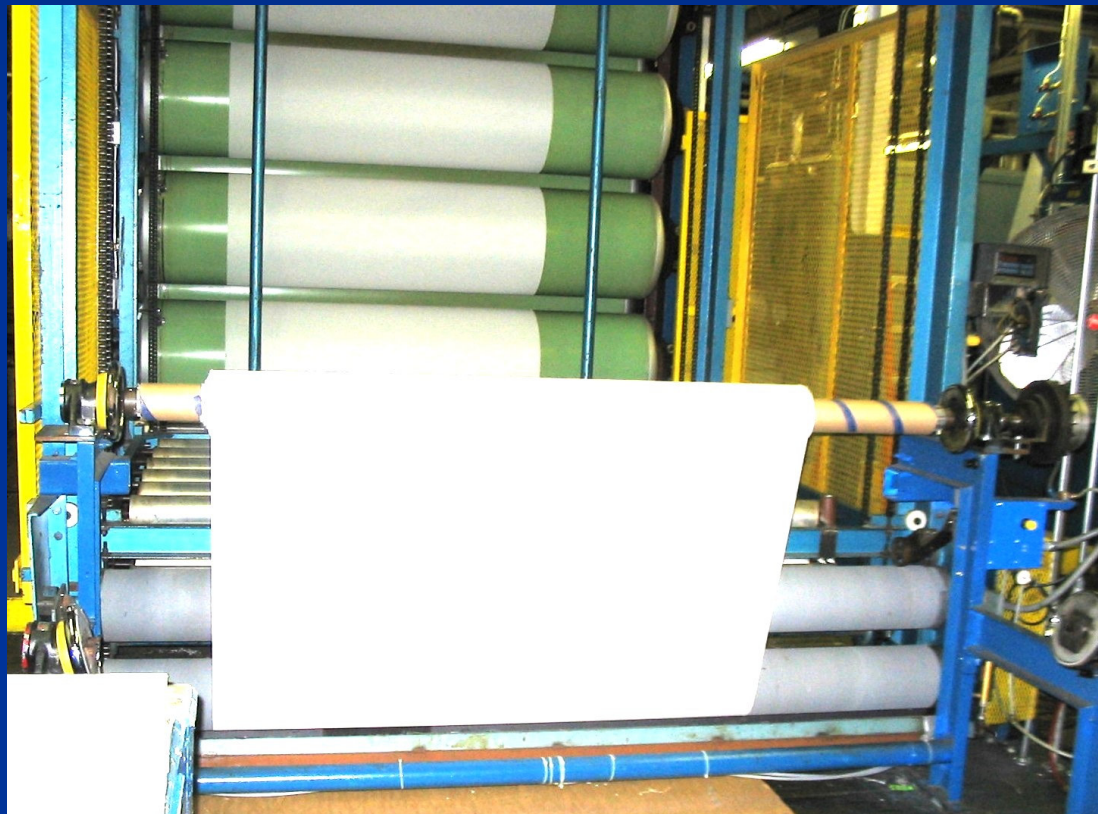
## Air-Jet Weaving



WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

## Finishing



WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

## Elbit Automated Fabric Inspection



WEAVING QUALITY & SERVICE  
TOGETHER



# RESOURCES & CAPABILITIES

## TS Compliant Laboratory



WEAVING QUALITY & SERVICE  
TOGETHER



# RESOURCES & CAPABILITIES

## TS Compliant Laboratory



WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

## TS Compliant Laboratory



WEAVING QUALITY & SERVICE  
TOGETHER

# RESOURCES & CAPABILITIES

## Shipping



WEAVING QUALITY & SERVICE  
TOGETHER



# RESOURCES & CAPABILITIES

## Shipping



WEAVING QUALITY & SERVICE  
TOGETHER

# THE MASTEX DIFFERENCE

## ■ ORGANIZATION

- Privately Owned
- Lean Organization
  - Ownership
  - Accessible/Progressive
  - Focused
- Tenure of Employee's
- Commitment to Safety
- Partnership with Vendors
- Partnership with Manufacturers
- Operates under Holyoke Free Trade Zone
- Owns fleet of trucks
- Minority Joint Venture Opportunity
- NOT A COMPETITOR

## ■ TECHNOLOGY

- Investment in State of the art equipment
- Industry's leanest process
- Sizeless Weaving
- Key Equipment
  - Warping
  - Re-Beaming
  - Tsudakoma Wide Width Looms
  - Dry-Can Finishing
  - Elbit Automated Fabric Inspection
- Commitment to R&D
  - 150+ years of weaving experience

WEAVING QUALITY & SERVICE  
TOGETHER



# MASTEX INDUSTRIES, INC.

*An ISO/TS-16949 : 2002 CERTIFIED COMPANY*



WEAVING QUALITY & SERVICE  
TOGETHER

# MASTEX INDUSTRIES



## Partnership Opportunities

**Toray – Mastex – Toyota**

WEAVING QUALITY & SERVICE  
TOGETHER